

## Message Text

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64

ORIGIN EUR-25

INFO OCT-01 ADP-00 XMB-07 COME-00 SS-15 NSC-10 EB-11

CIAE-00 INR-10 NSAE-00 RSC-01 SSO-00 NSCE-00 INRE-00

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DRAFTED BY EUR/EE:EESEGALL:RTS

6/20/73 EXT 21070

APPROVED BY EUR/EE:JABAKER

EUR:JAARMITAGE (INFO)

EXIM:EYOUNG

COM/BIC: DJOHNSON

E:RSMITH (INFO)

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O R 202037Z JUL 73

FM SECSTATE WASHDC

TO AMEMBASSY BELGRADE IMMEDIATE

INFO AMCONSUL ZAGREB

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E. O. 11652:N/A

TAGS: BTRA, YO

SUBJECT: PULLMAN-STANDARD: TRAVEL PLANS

REF: A. BELGRADE 3224 B. STATE 136816

1. PULLMAN-STANDARD OFFICIALS--RON BAKER (VP FOR INTERNATIONAL SALES), ROBERT E. ROBINSON (CONTROLLER-TREASURER), GEORGE ROUSSEAU (CHIEF ENGINEER) AND RICHARD B. GRIFFIN (ASSISTANT TO PRESIDENT)--ARE SCHEDULED TO ARRIVE BELGRADE ON SUNDAY, JULY 22. GROUP WILL VISIT ZAGREB IF TIME PERMITS. SCHEDULE CALLS FOR THEM TO LEAVE YUGOSLAVIA ON RETURN TO US ON FRIDAY, JULY 29. THEY HAVE RESERVATIONS AT HOTEL JUGOSLAVIA.

2. GRIFFIN SAID THAT GROUP WOULD ATTEMPT CONTACT EMBASSY

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(DAVID BOLEN) ON MORNING OF JULY 23. THEY WOULD BE

DELIGHTED TO MEET WITH AMBASSADOR AT HIS CONVENIENCE.

3. WE INFORMED GRIFFIN OF SUBSTANCE REF A ON JULY 18. HE EXPRESSED APPRECIATION FOR EFFORTS MADE BY EMBASSY CONCERNING AGENCY REPRESENTATION, THEN NOTED SEVERAL ADDITIONAL POINTS THAT DEVELOPED IN RECENT CONVERSATION PULLMAN OFFICIALS HAD WITH VISITING "ITALPRODUCT" OFFICIAL MISA OSTENJAK.

4. DIFFERENT FROM INFORMATION PULLMAN GAVE US IN CONVERSATION REPORTED REFTEL B, "BUJE EXPORT" IS NOT REPEAT NOT SUBSIDIARY OF "ITALPRODUCT." ON CONTRARY IT IS PARENT COMPANY AND "ITALPRODUCT" IS WHOLLY OWNED SUBSIDIARY OF "BUJE EXPORT." "ITALPRODUCT", AS PULLMAN OFFICIALS HEARD FROM OSTENJAK, WAS SET UP UNDER YUGOSLAV LAWS BY "BUJE EXPORT" IN MILAN FOR PURPOSE OF FACILITATING BUSINESS IN ITALY.

4. OSTENJAK GAVE PULLMAN OFFICIALS THREE REFERENCES THAT GRIFFIN SUGGESTED EMBASSY MIGHT BE ABLE TO VERIFY. (1) "ITALPRODUCT" DIRECTOR IS VANJA SPILJAK WHO HAS REPUTATION OF BEING ONE OF YUGOSLAVIA'S MOST RELIABLE BUSINESSMEN. HIS FATHER IS PRESIDENT OF YUGOSLAV PARLIAMENT; (2) Z. TANASIC, FEDERAL MINISTRY OF FOREIGN TRADE; AND (3) NIKOLA JELIC, COUNSELOR IN FEDERAL SECRETARIAT OF FINANCE.

5. GRIFFIN NOTED CONFUSION IN PULLMAN RECORDS CONCERNING AGENTS AND HOPED COMING VISIT TO YUGOSLAVIA AND EMBASSY ASSISTANCE WOULD CLARIFY SITUATION. HE WISHED TO EMPHASIZE HOWEVER THAT PULLMAN BELIEVED IT DESIRABLE TO RETAIN "INTERPROGRES, LTD.," "BUJE EXPORT," AND "ITALPRODUCT" AS AGENTS. HE NOTED THAT "ITALPRODUCT," ETC. HAVE SET UP SERIES OF APPOINTMENTS WITH "ASSOCIATION OF RAILWAY CAR MANUFACTURERS" (ILV), "ASSOCIATION OF YUGOSLAV RAILROAD ENTERPRISES" (ZJZ), MINISTRY OF FINANCE BANK AND OTHER OFFICIALS. AFTER SAYING THIS, GRIFFIN AGAIN EMPHASIZED THAT EMBASSY ADVICE AND ASSISTANCE CONCERNING THE BONAFIDES OF PULLMAN'S AGENTS WOULD BE MOST WELCOME.

6. TO CLARIFY ONE MATTER OF CONFUSION IN NAMES,  
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GRIFFIN NOTED THAT PULLMAN HAS NO REPEAT NO RELATIONSHIP WITH "PROGRES" OF BELGRADE OR ITS US FIRM "INTERPROGRES" LOCATED AT 635 MADISON AVE., NYC (REFTEL A). PULLMAN'S AGENT IS WHOLLY OWNED US FIRM "INTERPROGRES" HEADQUARTERED IN WASHINGTON, D.C. MR. AND MRS. BOVIC ARE NOT CONNECTED WITH BELGRADE "PROGRES." GRIFFIN DID NOT REPEAT NOT KNOW DRAGICA RADOSAVLJEVIC (PARA 4 REFTEL A). RUSH

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